

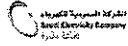
## Objectives

Saudi Electricity Company planned for considerable Generation projects to be executed in order to meet the high trend energy demand in Saudi Arabia.

We believe these projects are business opportunity for those companies who works in energy field. Therefore, in order to allow these companies to do business with SEC in this field, the only way is to do it through qualification gate.

The future opportunity will be demonstrated in the end of this presentation.

2



## Technical Qualification Process

**Generation Engineering & Projects Sector  
Saudi Electricity Company**

3

## Pre-qualification

4

## Outline

- Pre-qualification Definition and Purpose
- SEC PQ General Policies
- Pre-qualification Procedure
- Contractor, Consultant, and Manufacturer evaluation aspects
- SEC Power Generation Projects Overview

3

## Process Customers

- EPC Contractors
- Subcontractors
- Consultants
- Manufacturers

6

## PQ Definition

- **Pre-qualification:** *an integrated continuous process to evaluate contractor/manufacturer capabilities to achieve client's objectives.*
- **Interpretation:** the process of investigating and assessing potential tenders for their general integrity, responsibility, skills, competence and capability to carry out a contract satisfactorily if it is awarded to them.

5

11

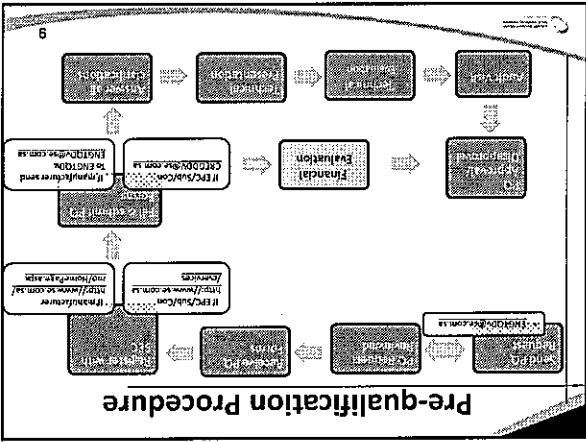
### Manufacturer Evaluation Aspects

- Factory Profile
- Manufacturing Capability
- Engineering & Design
- Procurement
- Testing
- Material
- Quality
- Safety

12

### Product Evaluation Aspects

- Reliability
- Durability
- Compatibility
- After Sales Services
- Standards
- Environmental Impact



10

### Manufacturers & Products

7

### Process Output

- Approved Lists
  - Approved EPC Contractors List
  - Approved Subcontractors List
  - Approved Consultants List
  - Approved Manufacturers (Products) List
- Each power generation project contract will contain three (3) approved lists:
  - Approved Subcontractors List
  - Approved Consultant List
  - Approved Manufacturers List

8

### PQ General Policies

- Not project based, but for all future projects
- PQ of manufacturer involves the evaluation of the product AND the process that produced the subject product.
- Manufacturer PQ is conducted on a factory basis
- Very supportive policy towards local manufacturers
- Performance of Contractors, Subcontractors, and Consultants in SFC projects will be evaluated and taken in consideration during the process of updating the approved lists.

## Contractors & Consultants

14

### IT & Industrial Security PQ

Technical qualification of subcontractors and products related to other SEC sectors shall be as per the following:

	Subcontractor/Product	Sector
1	Industrial Security & Safety	Industrial Security & Safety Sector
2	IT & Communication	IT & Communication Sector

13

### Consultant Evaluation Aspects

- Financial Resources
- Engineering & Design
- Project Management
- Experience
- Quality
- Human Resources
- Resources e.g. Software

16

### Contractor Evaluation Aspects

- EPC Contractors & Subcontractors
  - Experience
  - Engineering & Design
  - Procurement
  - Project Management
  - Construction & Installation
  - Commissioning & Testing
  - Quality
  - Safety

15

### Classification

- Consultants
  - Power Plants Engineering & Management Consultancy Services
  - Environmental Studies
  - Geotechnical Studies
  - Marine Studies

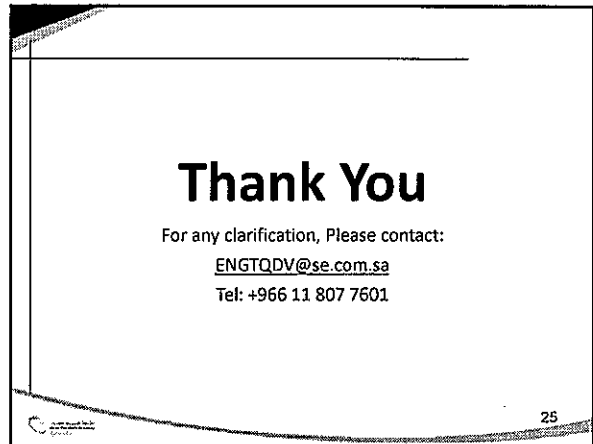
18

### Classification

- EPC Contractors
  - Thermal Power Plants
  - Combined Cycle Power Plants
  - Simple Cycle Power Plants
  - Solar power plants
  - Nuclear power plants
- Subcontractors
  - Civil Works
  - Mechanical Works
  - Electrical Works
  - I&C Works


17





**Thank You**

For any clarification, Please contact:  
[ENGTOQDV@se.com.sa](mailto:ENGTOQDV@se.com.sa)  
Tel: +966 11 807 7601

 25

